

Start your career with The Salvation Army today!

We are looking for compassionate people who share our mission and values, if you have the passion and drive to commit yourself to a challenging and rewarding role; we invite you to review our current vacancies.

ABOUT US

The Salvation Army is one of Australia's largest and most-loved charities, helping thousands of Australians every year find hope in the midst of all kinds of personal hardship. The Salvation Army offers the opportunity to use your professional skills and expertise to make a real difference in the lives of people who need help most.

We are seeking a motivated results-oriented fundraising specialist to a full-time permanent position based in Redfern.

Reporting to the Team Leader Philanthropy, you will be an integral member of highly effective and established Transformational Gifts team, a national network of Relationship Managers contributing to optimising the organisations funding base to support the mission of The Salvation Army.

As Relationship Manager Philanthropy, you will leverage your exceptional networking skills to cultivate and nurture relationships with high net-worth individuals to drive philanthropic portfolio growth as well as manage existing major donor income.

The key focus of the role is:

- Managing a portfolio of philanthropic donors;
- Securing major gifts from prospects and existing donors;
- Identifying prospective donors as well as qualification, cultivation, solicitation and stewardship;
- Cultivating significant fundraising partnerships and driving engagement strategies to optimise financial support;
- Developing and delivering proposals;
- Implementing moves management plans specific to donors' interests, motivations and giving pattern;
- Meeting and exceeding fundraising revenue targets.

Our ideal candidate will have demonstrated work history in either philanthropy or major fundraising in the NFP sector. A background in either marketing, public relations or business development advantageous.

To be successful in this important role you will have:

- Sound knowledge of fundraising best practice, principles, legislation and ethical standards;
- Well-honed relationship building, donor stewardship and networking skills;
- Demonstrated history in delivering financial asks;
- Exceptional communication skills key to articulating compelling stories and the impact of gifts;
- Outstanding negotiating and influencing skills;
- A professional attitude and impeccable presentation;
- Motivation and be results-driven.

In return we offer our eligible employees real and meaningful benefits such as;

- NFP salary packaging (\$15,900 tax free) plus meals and entertainment benefits;
- Tool of Trade Vehicle;
- Flexible working conditions;
- Paid parental leave;
- Financial, retail and lifestyle discounts and benefits;
- Employee Assistance Program - Independent confidential counselling service;
- Opportunity for career development;
- An inclusive culture of dedicated, passionate and professional team members;
- Positively supporting and impacting the lives of others through your career contribution.

How to Apply

If you would like to work for one of Australia's leading not-for-profit organisations and have the satisfaction of knowing that your career contributes positively to the lives of thousands of Australians each year, please apply via the [link](#) and submit your cover letter and CV.

The Salvation Army is an Equal Opportunity Employer who provides an inclusive work environment and embraces the diverse talent of its people.

The Salvation Army is a child safe organisation that is committed to ensuring the wellbeing of children and young people and protecting them from harm. All child facing roles will require the successful completion of a Working with Children Check. Applicants for all other roles require a mandatory National Police Check.